





ANNUAL AUDITED REPORT FORM X-17A-5 PART III (3-2)

OMB APPROVAL

OMB Number: Expires: C

er: 3235-0123 October 31, 2004

Estimated average burden hours per response..... 12.00

SEC FILE NUMBER
8- 3876/

FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	MM/DD/YY AN	D ENDING 12/31/ MN	MDD/YY
A. RI	EGISTRANT IDENTIFICATIO)N	
NAME OF BROKER-DEALER: Pilot	Capital Corporation	OF	FICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BU	JSINESS: (Do not use P.O. Box No.)		FIRM I.D. NO.
444 Madison Ave. Suite			·
	(No. and Street)		
New York	NY	10022	
(City)	(State)	(Zip Code)
NAME AND TELEPHONE NUMBER OF Robert McCabe	PERSON TO CONTACT IN REGAR	D TO THIS REPORT 212/ 888-220	0
		(Area Co	ode – Telephone Number
B. AC	COUNTANT IDENTIFICATION	ON	
INDEPENDENT PUBLIC ACCOUNTANT Borg	whose opinion is contained in this R meier & Alario, CPAs, PLL (Name - if individual, state last, first, midd	.C	
28 Railroad Ave.,	Warwick	NY	10990
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
			PROCESS
☐ Public Accountant		,	PROCESSE
_	nited States or any of its possessions.	<u> </u>	MAR 2 4 2003
	FOR OFFICIAL USE ONLY		THOMSON
			FINANCIAL
			FINAN

*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

OATH OR AFFIRMATION

I,Robert McCabe	, swear (or affirm) that, to the best of
	g financial statement and supporting schedules pertaining to the firm of
Pilot Capital Corporat	
of December 31,	, 20 02 , are true and correct. I further swear (or affirm) that
neither the company nor any partner, propr	rietor, principal officer or director has any proprietary interest in any account
classified solely as that of a customer, excep	pt as follows:
1	
Mak la	/ Signature
(h.What All	Signature
WILLIAM LATUCINSKI	
MOTARY PURILIC, State of New York	Title
No. 52-4617853, Suffolk County 🥜	
Notary Public	-
·	
This report ** contains (check all applicable	e boxes):
(a) Facing Page. (b) SYMMENENKANDINAMENAL F	Ralance Shoot
(c) Statement of Income (Loss), and	
(d) Statement of & Kanaka Kana	
	ers' Equity or Partners' or Sole Proprietors' Capital.
(f) Statement of Changes in Liabilities	Subordinated to Claims of Creditors.
□ (g) Computation of Net Capital.□ (h) Computation for Determination of	Reserve Requirements Pursuant to Rule 15c3-3.
	sion or Control Requirements Under Rule 15c3-3.
	oriate explanation of the Computation of Net Capital Under Rule 15c3-3 and the
	the Reserve Requirements Under Exhibit A of Rule 15c3-3.
(k) A Reconciliation between the audit	ted and unaudited Statements of Financial Condition with respect to methods of
consolidation.	
(l) An Oath or Affirmation. (m) A copy of the SIPC Supplemental I	D. On out
= () :	keport. dequacies found to exist or found to have existed since the date of the previous audit
x Independent Auditor's Supp	lementary Report on Internal Control

**For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

PILOT CAPITAL CORPORATION FINANCIAL STATEMENTS DECEMBER 31, 2002

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December 31, 2002

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Statement of Income (Loss) and Accumulated deficit
for the year ended December 31, 20025
Statement of Cash Flows
for the year ended December 31, 20026
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Independent Auditors' supplementary report on
Internal Control

(845) 986-8717 NJ Line: (973) 835-8549

BORGMEIER & ALARIO, CPAs, PLLC

CERTIFIED PUBLIC ACCOUNTANTS

28 RAILROAD AVENUE WARWICK, NEW YORK 10990 82 NEWARK POMPTON TPKE RIVERDALE, NJ 07457

Independent Auditor's Report

The Board of Directors Pilot Capital Corporation New York, New York

We have audited the accompanying balance sheet of Pilot Capital Corporation at December 31, 2002 and the related statements of Income (Loss) and accumulated deficit and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Pilot Capital Corporation as of December 31, 2002 and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying additional information is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 of the Securities and Exchange Commission. Such additional information has been subjected to the auditing procedures applied in our audit of the financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Warwick, New York February 4, 2002 Borgmeier & Alario

Pilot Capital Corporation Balance Sheet December 31, 2002

ASSETS

CURRENT ASSETS:		
Cash and Cash Equivalents	\$	48,797
Shareholders' Loan Receivable		1,602
TOTAL CURRENT ASSETS		50,399
FUDNITURE AND FOUNDMENT AT COST		
FURNITURE AND EQUIPMENT, AT COST Office Furniture		27,335
Office Equipment		27,333 104,657
Office Equipment		131,992
Less: Accumulated Depreciation		113,054
NET FURNITURE AND EQUIPMENT		18,938
OTHER ASSETS:		
Investment in restricted stock		85,000
Warrants (Held for Investment)		3,300
Security Deposits		6,642
		94,942
TOTAL ASSETS	\$	164,279
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES		
Accounts Payable and Accrued Expenses	\$	20,954
Payroll taxes payable	,	1,431
Franchise tax payable		400
Total current liabilities		22,785
Commitment (Note 3)		•
TOTAL LIABILITIES		22,785
STOCKHOLDERS' EQUITY		
Common Stock, \$1 Par Value, 1000 Shares		
Authorized 100 Shares Issued and Outstanding		100
Additional Paid-In Capital	2	,057,770
Accumulated Deficit	(1	,916,376)
TOTAL STOCKHOLDERS' EQUITY	_	141,494
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$	164,279
-		

Pilot Capital Corporation Statement of Income (Loss) and Accumulated Deficit For the year ended December 31, 2002

REVENUES:

Consulting Fees	\$.
Interest and Other	893
	893
Expenses:	
Employee Compensation and Related Benefits	52,089
Occupancy expenses	73,110
Telephone & Internet	15,929
Depreciation	11,744
Other General and Administrative Expenses	55,863
Total Expenses	208,735
Loss Before Provision for Income Taxes	(207,842)
Provision for Income Taxes	400
Net Loss	(208,242)
Accumulated Deficit at Beginning of Year	(1,708,134)
Accumulated Deficit at End of Year	\$ (1,916,376)

Pilot Capital Corporation Statement of Cash Flows For the year ended December 31, 2002

Cash Flows From Operating Activities:

Net Loss Adjustments to reconcile net loss to net cash used by operating activities:		\$(208,242)
Depreciation		11,744
Changes in Operating Assets and Liabilities: Decrease in prepaid expenses Decrease in accounts payable and accrued expenses Increase in payroll taxes payable		517 (2,716) 1,431
Total Adjustments		10,976
Net Cash Used In Operating Activities		(197,266)
Cash Flows From Investing Activities: Purchases of office Furniture and Equipment Principal collections of shareholder loan Net cash from investing activities Cash Flows From Financing Activities: Contributions to paid in capital		(4,657) 14,260 9,603
Net Decrease in cash		(37,663)
Cash and Cash Equivalents at beginning of year		86,460
Cash and Cash Equivalents at end of year		\$ 48,797
Supplemental Information: Income taxes paid Interest paid	\$400 Nil	

NOTES TO FINANCIAL STATEMENTS

December 31, 2002

Note 1: Summary of Significant Accounting Policies

A. Organization

Pilot Capital Corporation (the "Company") was incorporated in the State of New York in April 1987.

In November 1987, the company was granted by the Securities and Exchange Commission ("SEC") registration as a broker/dealer pursuant to Section 15(b) of the Securities Exchange Act of 1934. In May 1988, the Company's membership in the National Association of Securities and dealers was approved.

B. Nature of business

The Company's business is to provide merger and acquisition consulting services to buyers and sellers of businesses, as well as provide corporate finance consulting services.

C. Basis of Financial Statement Preparation

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the reporting period. Actual results could differ from those estimates.

D. Revenue recognition

The company recognizes consulting revenue as services are performed in accordance with the terms of the related contracts.

E. Property and Equipment

All property, plant and equipment is recorded at cost and depreciated over their estimated useful lives, using the straight-line method. Upon sale or retirement, the cost and related accumulated depreciation are eliminated from the respective accounts, and the resulting gain or loss is included in the results of operations. Repairs and maintenance charges, which do not increase the useful lives of the assets, are charged to operations as incurred. Depreciation expense for the year ended December 31, 2002, amounted to \$11,744.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

December 31, 2002

F. Cash equivalents

The company considers all highly liquid financial instruments with an original maturity of three months or less to be cash equivalents.

Note 2: Income taxes

The company has elected to be treated as a Subchapter S Corporation for Federal and New York State income tax purposes. Accordingly, net income or loss passes through directly to its stockholders and no provision or (benefit) for federal and New York State income taxes, other than a minimum amount due New York State under Subchapter S status, has been made in the accompanying financial statements. New York City does not recognize Subchapter S status. The accompanying financial statements reflect a provision based on minimum taxes payable to New York State and City for the year ended December 31, 2002

Note 3: Commitment

The Company is obligated under a non-cancelable operating lease on its office space. The extended lease expired in October 31, 2001. Effective November 1, 2001 the lease has been amended so that the term now ends on October 31, 2003. In 2002 \$73,110 in rent expense has been included in occupancy costs.

The future minimum lease payments are as follows:

Year Ending	Base Rent Payable
12/31/03	\$ 59,190
Thereafter	0
Total Future	
Lease Payments:	<u>\$ 59,190</u>

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

December 31, 2002

Note 4: <u>Capital requirements</u>

The Company is subject to the SEC's Uniform Net Capital Rule (Rule 15c3-1), which requires that aggregate indebtedness (as defined) shall not exceed fifteen times net capital (as defined). The Company is also required to maintain minimum net capital of \$5,000. At December 31, 2002 the Company's net capital (as defined) was approximately \$26,000 or \$21,000 in excess of the required net capital, and the Company' aggregate indebtedness-to-net-capital ratio was .875 to 1.

Note 5: Changes in Stockholders' Equity:

During 2002 the 100 percent shareholder made additional contributions to paid-in-capital. The stockholder will continue to make additional contributions as necessary in order to meet and maintain capital requirements and to continue as a going concern. The contributions amounted to \$150,000 in 2002.

Note 6: <u>Investments</u>:

The company carries its investments at cost, as there is not an active market to trade either of these securities. As of December 31, 2002 the investments consist of the following:

A: Restricted Stock:

In 1999, the company provided consulting services to a client in exchange for 10,000 shares of the client's restricted stock, at 10% of fair market value. As provided in APB 29, the client accounted for this transaction at fair market value. The fair market value of the stock at the time it was received was \$85,000. Because the stock is not currently actively traded the carrying value is equal to the original valuation or cost. Income is recognized when capital distributions are received.

B: Warrants at a cost and carrying value of \$3,300.

ADDITIONAL INFORMATION

FINANCIAL AND OPERATION COMBINED UNIFORM SINGLE REPORT PART IIA

KER OR DEALER Pilot Capital Corporation	as of	12/31/02	
COMPUTATION OF NET CAPIT	AL	· · · · · · · · · · · · · · · · · · ·	
Total ownership equity from Statement of Financial Condition	s	141,494	3480
Deduct ownership equity not allowable for Net Capital		115.482	1 3490
Total ownership equity qualified for Net Capital	· · · · · · · · · · · · · · · · · · ·	26,012	3500
Add:		. •	
A. Liabilities subordinated to claims of general creditors allowable in computation of net capital.	<u> </u>		3520
B. Other Ideductions) or allowable credits (List)			3525
Total capital and allowable subordinated liabilities	s	0	3530
Deductions and/or charges:			
A. Total nonallowable assets from Statement of Financial Condition (Notes B and C) \$	3540		
8. Secured demand note deficiency	3590		•
C. Commodity lutures contracts and spot commodities-	<u></u>		
proprietary capital charges	3600		
D. Other deductions and/or charges		0) 3620
Other additions and/or abowable credits (List)	· · · · · · · · · · · · · · ·	00	3631
Net capital before haircuts on securities positions		26.012	3641
Haircuts on securities (computed, where applicable,	_		
pursuant to 15c3-1 (ff): A. Contractual securities commitments	3660		
8. Subordinated securities borrowings	3670		
C. Trading and investment securities:			
1. Exempted securities	3735		
2. Debt securities	-3733		
3. Options	3730		
4. Other securities	3734		
D. Undue Concentration			
E. Other (List)	3736	n	1 374
Net Capital	2	26,012	3750

* See Schedule One

SCHEDULE ONE

PILOT CAPITAL CORPORATION

STATEMENT OF ASSETS DEEMED NOT ALLOWABLE

IN COMPUTING NET CAPITAL UNDER RULE 15c3-1

December 31, 2002

Shareholders' Loan Receivable	\$	1,602
Investment in Restricted Stock		85,000
Investment in Warrants		3,300
Office Furniture And Equipment, At Cost, Net Of Accumulated Depreciation		18,938
Security deposit		_6,642
Total Assets Deemed Not allowable	<u>\$</u>	115,482

FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT PART 11A

Broker or Dealer L	Pilot Capital Corporation		as of 12/31/02	2
	COMPUTATION OF BASIC NET	T CAPITAL REQUIREME	NT .	
rt A				
•			s 1,526	· ·
	uired (6-2/3% of line 19)			3756
	tal requirement of reporting broker or dealer and mi			
	rted in accordance with Note (Al			
	(greater of line 11. or 12)			V
	10% (line 10 tess 10% of-line 19)			
EXCESS MET CARRIES AT 100	Use tilling 10 less 10% di-time (91	• • • • • • • • • • • • • • • • • • • •	······································	3 13,30
	COMPUTATION OF AGGR	EGATE INDEBTEDNESS	- - -	
Total A ! liabilities from	n Statement of Financial Condition		s 22.78	5 3790
. Add:	- wastermark with translate walled the same as a same as a same			
A. Drafts for immediate	, - credi t,	,,s	3800	
-	rities barrowed for which no equivalent	•		
value is paid or cr	edited	,.s	3810	
C. Other unrecorded am	nounts (L/st)		3820 \$	3830
Total aggregate indebted	iness		s <u>22.78</u>	5 3840
Percentage of aggregate (indebtedness to net capital (line 19÷by line 101			
Percentage of debt to de	bt-routy total computed in accordance with Rule !	Sej-; (a)		.5 3860
art B				
	te debit items as shown in Formula for Reserve Require			
	If the date of the net capital computation including b		_	
	osidiaries' depits		······	3870
	ital requirement of reporting broker or dealer and m		7.	2880
· ·	diaries computed in accordance with Note (Al ,		·	1760
•	Igreater of line 22 or 233			2910
_	10 less 241	• • • • • • • • • • • • • • • • • • • •		1 33.0
Net capital in excess of:	- 44400		•	1920
23-61 COMBINES SÕNADI.	e date: ::ems or \$120,000	*******************	······································	1321
				··· OMIT PENNIE
TES: COMP	re were no material different outstions and the correspond to the	nding unaudited	Part II A Fil	ing.
	dealer and, for each subsidiary to be consolidated, th			
1. Minimum dallar net		•	·	•
2. 6-2/3% of aggregate in	ndebtedness or 2% of aggregate debits if alternative met	Mod is used.		
	of securities borrowed under subordination agreem			
•	on agreements not in satisfactory form and the marki			
	or use of company icontra to item 17401 and partne			
included in non-ellowed				
· · · · · · · · · · · · · · · · · · ·	ent to garagraph (d) of Rule 17a-5, respondent should	d permise a list of material		

FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT PART IIA

ROKER OR DEALER	Pilot Capital Corpor	ration	, B	12/31/02	
	Francis	e Provision Under	. Dula 18-2 3		·
If an assembler term Bute t	·		nuie 13CA		
which such exemption is	5c3-3 is claimed, identity below the based (check one only)		.		
• • •	stegory as per Rule 15c3-1	mited Busi	ness)	5000	45:
customers" maintair	ned	••••••••••	• • • • • • • • • • • • • • • • • • • •		45
	transactions cleared through anoth- fully disclosed basis. Name of clas				
firm 1			· [4335	457
D. (k) (3)—Exempted by or	rder of the Commission		•	····	458
ype of Proposed withdrawal or Accrual Scope below for code to enter Nam	withdrawn within the next is which have not been deduction of Lender or Contributor			(MMDDYY) Withdrawsi or Maturity Date	Expect to Renew (yes or no)
4600	4601	4602	4603	4604	
4610	7000				7
4810	4611	4612	4613	4614	48
4520	4621	4622	4823	4624	46
4630	4631	4632	4633	4634	46
	4841	[4045]			- ————
4640	4041	4642	4643	4644	
4650	4651	4652	4653	4654	46
4660	4861	4662	4563	4664	46
					· —
4670	4671	4672	4673	4674	45
4880	4681	4682	4683	4684	46
4590	4691	4692	4693	4694	46
		TOTAL S	4699		****
		IOIVE 2	OMIT PENNIES	•	
71001000			•		
report date, regardi	nctude the total of Items maturing d eas of whether or not the capital co- include proposed capital withdraws	ntribution is expect	ed to be renewed. The		
period following the	report date including the proposed y lixed assets (which are considered (C)-1(C)(2)(iv)), which could be requi	recomption of stoc	k and payments of	•	

THORAWAL CODE:

DESCRIPTION

. Equity Capital

2. Subordinated Liabilities

L Accrusis:

4. 15c3-1(c)(2)(iv) Liabilities

SUPPLEMENTARY REPORT OF INDEPENDENT AUDITOR

INDEPENDENT AUDITORS' SUPPLEMENTARY REPORT ON INTERNAL CONTROL STRUCTURE REQUIRED BY SEC RULE 17 A-5

The Board of Directors
Pilot Capital Corporation

In planning and performing our audit of the financial statements of Pilot Capital Corporation for the year ended December 31, 2002, we considered its internal control structure, including procedures for safeguarding securities, in order to determine our auditing procedures for the purposes of expressing our opinion on the financial statements and not to provide assurance on the internal control structure.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission, We have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by Pilot Capital Corporation that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under rule 17a-3(11) and the procedures for determining compliance with the exemptive provisions of Rule 15c3-3. We did not review the practices and procedures followed by the Company in making the quarterly securities examinations, counts, verifications and comparisons, and the recordation of differences required by Rule 17a-13 or in complying with the requirements for prompt payment for securities under section 8 of Regulation T of the Board of Governors of the Federal Reserve System, because the Company does not carry security for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commission's above-mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or irregularities may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control structure elements does not reduce to a relatively low level the risk that errors or irregularities in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. We noted no matters involving the internal control structure, that we consider to be material weaknesses as defined above, however, We did note the condition described in the following paragraph.

The Company is a small company; essentially all of its operational and record keeping procedures are performed by one individual. Consequently, the segregation of duties typically present in an internal accounting control structure is not practicable. The Company, which has not acted as principal in any securities transactions and does not hold securities for its own account or for the account of customers, has no plans to change operational and record keeping procedures.

These conditions were considered in determining the nature, timing and extent of the audit tests to be applied in our audit of the financial statements; this report does not affect our report on these financial statements dated February 4 2003

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2002 to meet the Commission's objectives.

This report is intended solely for the use of management, the National Association of Securities Dealers, Inc., and the Securities and Exchange Commission and should not be used for any other purpose.

Warwick, New York February 4, 2002